

## Message Text

CONFIDENTIAL

PAGE 01 BUCHAR 02963 101117Z

40

ACTION EUR-25

INFO OCT-01 ISO-00 DODE-00 EB-11 NSAE-00 RSC-01 TRSE-00

AEC-11 CIAE-00 SP-03 SAJ-01 DRC-01 /054 W

----- 067355

R 100957Z JUL 74

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 9300

INFO USDOC

AMEMBASSY SOFIA

C O N F I D E N T I A L BUCHAREST 2963

USDOC FOR BEWT AND OEA

E.O. 11652: GDS

TAGS: ESTC ETRD RO

SUBJECT: EXPORT LICENSES FOR ROMANIA

REF: SOFIA 1145

1. EMBASSY BUCHAREST RECEIVED REFTTEL, DESCRIBING BULGARIAN CHAFING AT DELAYED RESPONSE TO EXPORT LICENSE APPLICATIONS, SIMULTANEOUSLY WITH URGENT REQUEST FROM ROMANIAN FOREIGN TRADE COMPANY ELECTRONUM FOR STATUS REPORT ON EXPORT LICENSE APPLICATION. WE OFTEN RECEIVE SUCH REQUESTS, PARTICULARLY FROM ELECTRONUM AND TEHNOIMPORT, WHO POLITELY BUT INSISTENTLY PRESS EMBASSY FOR INFORMATION WHEN THEIR OWN EFFORTS HAVE FAILED. IN GENERAL WE FEEL REQUESTS ARE JUSTIFIED AND WOULD LIKE TO BE HELPFUL. ITEMS IN QUESTION ARE USUALLY KEY COMPONENTS OF LARGER PRODUCTION PROCESSES, AND PLANT MANAGERS UNDERSTANDABLY NEED TO KNOW IF AND WHEN EQUIPMENT WILL BE AVAILABLE SO AS TO INTELLIGENTLY PLAN PRODUCTION SCHEDULES.

2. IN HIGHLY CENTRALIZED ROMANIAN ECONOMY, EMPLOYEES OF FOREIGN TRADE COMPANY ARRANGING IMPORT OF EQUIPMENT SHARE RESPONSIBILITY FOR SUCCESSFUL OPERATION  
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 BUCHAR 02963 101117Z

OF PLANT FOR WHICH EQUIPMENT IS IMPORTED, OFTEN FOR

PERIOD OF UP TO ONE YEAR AFTER EQUIPMENT IS DELIVERED. IMPORTING OFFICER IS THEREFORE UNDER PRESSURE TO SEE THAT DELIVERIES ARE MADE PROMPTLY. HE WILL BE HELD ACCOUNTABLE IF HE ORDERS EQUIPMENT THAT CANNOT BE DELIVERED, FOR WHATEVER REASON, THEREBY DISRUPTING PRODUCTION PLANS. IN THESE CIRCUMSTANCES, KNOWLEDGE THAT FINAL DECISION ON US EXPORT LICENSE MAY BE DELAYED FOR UNSPECIFIED PERIOD MAKES ROMANIAN IMPORTERS RELUCTANT TO RISK ORDERING AMERICAN EQUIPMENT REQUIRING SUCH LICENSE.

3. IN ELECTRONICS FIELD, ROMANIA CLEARLY REGARDS US AS WORLD LEADER AND, SINCE ELECTRONICS SECTOR IS ONE OF FASTEST GROWING IN ROMANIAN ECONOMY, ROMANIA COULD BECOME SIGNIFICANT PURCHASER OF US PRODUCTS AND TECHNOLOGY. WHILE FURTHER LIBERALIZATION OF LICENSING CONDITIONS CAN OF COURSE BE EXPECTED TO YIELD DESIRABLE RESULT OF INCREASED SALES TO ROMANIA, SPEEDING UP OF DECISION PROCESS COULD ALSO HAVE SIMILAR EFFECT. ROMANIANS HAVE MORE THAN ONCE TOLD US THAT WHILE THEY WOULD OF COURSE PREFER A FAVORABLE ANSWER ON LICENSE APPLICATIONS, EVEN A QUICK NEGATIVE ANSWER WOULD BE BETTER FROM THEIR POINT OF VIEW THAN DELAYED RESPONSE. REMOVAL OF ELEMENT OF UNPREDICTABILITY FROM LICENSING PROCEDURE WOULD MAKE ROMANIANS LESS LIKELY TO AVOID PRODUCTION PROCESSES FOR WHICH US IS ONLY SOURCE OF EQUIPMENT OR TECHNOLOGY. INCREASED US SALES SHOULD RESULT.

4. REQUEST FOR STATUS REPORT ON EXPORT LICENSE FOR AUTOMATIC SCRIBING MACHINE FOR ELECTRONUM BEING SENT SEPTEL.  
BRAMANTE

CONFIDENTIAL

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, DATA PROCESSING EQUIPMENT, ELECTRONIC EQUIPMENT, NEGOTIATIONS, EXPORT LICENSES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 JUL 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** garlanwa  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974BUCHAR02963  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D740183-1059  
**From:** BUCHAREST  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19740762/aaaacbjd.tel  
**Line Count:** 94  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** SOFIA 1145  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** garlanwa  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 03 JUN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <03 JUN 2002 by boyleja>; APPROVED <24 JUN 2002 by garlanwa>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** EXPORT LICENSES FOR ROMANIA  
**TAGS:** ESTC, ETRD, RO  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005